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TRADE AND DEVELOPMENT BOARD
Ad Hoc Working Group on Expansion
of Trading Opportunities for
Developing Countries
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Agenda item 3

# ESTABLISHMENT OF THE WORK PROGRAMME OF THE AD HOC WORKING GROUP ON EXPANSION OF TRADING OPPORTUNITIES FOR DEVELOPING COUNTRIES

Draft work programme submitted by the Chairman

Pursuant to "A New Partnership for Development: the Cartagena Commitment", adopted at the eighth session of the Conference, the Ad Hoc Working Group agreed, on the basis of Board decision 398 (XXXVIII) which sets out in Annex B the terms of reference of the Ad Hoc Working Group on Expansion of Trading Opportunities for Developing Countries, the following work programme.

## I. Global trends and issues

Drawing on analyses by the secretariat and other relevant international bodies, the Ad Hoc Working Group will consider global trends in the world economy affecting the trading opportunities of developing countries, particularly world demand for products of export interest to them.

## II. Expansion of trading opportunities

On the basis of country presentations, the work of other UNCTAD bodies, studies of the secretariat, contributions from relevant regional and international organizations and institutions, as well as from non-governmental organizations, business and academic experts, the Ad Hoc Working Group will undertake an analysis of the prospects for, and examine ways of, expanding the export supply capabilities of developing countries and improving their export market opportunities with a view to elaborating policy recommendations for implementation at the national and international levels. In this context, the Ad Hoc Working Group will cover:

### A. Export capabilities

The Ad Hoc Working Group will consider various national experiences in order to identify national measures, incentives and policies for enhancing the competitiveness of sectors and industries with an export potential; in particular, focusing on the following elements as they relate to export sector development:

- macro-economic policies (including price stability and exchange rate policies)
- diversification
- trade policy instruments
- technological development
- human resource development
- fiscal policy
- export financing schemes
- export-related domestic and foreign investment
- import liberalization
- industrial development experiences pertaining to entrepreneurship

B. Market opportunities

The Ad Hoc Working Group will analyse and identify product and export market opportunities which are a consequence of developments such as:

**Trade measures**

- identify trade opportunities for developing countries arising from the liberalization of measures which impede the access of their exports to markets;
- identify products of export interest to developing countries with high tariffs, and tariff escalation, and which are not included in preferential schemes and consider the possibilities for their inclusion in such schemes;
- consider the role of the GSP in expanding the trading opportunities of developing countries, with a view to improving it, including its utilization;
- consider various non-tariff measures with a view to suggesting priorities to guide further work on these matters to expand the trading opportunities for developing countries.

**Environmental measures**

- consider the impact of environmental policies and measures on trading opportunities of developing countries with a view to making recommendations for enhancing those opportunities.

**Structural adjustment policies**

- consider national experiences with structural adjustment policies in various countries and their implications for the export opportunities of developing countries.

**Uruguay Round**

- analyse the results of the Uruguay Round and their effects on the trading prospects of the developing countries, including identification of opportunities arising from the reduction of tariffs and non-tariff measures on products of export interest to them.

**Regional integration arrangements**

- examine the implications of regional integration arrangements on the export market opportunities of developing countries.

**RBPs**

- examine the impact on the trading opportunities of developing countries resulting from restrictive business practices in international trade.

C. Export promotion and marketing

In particular, the Ad Hoc Working Group will:

- consider national experiences regarding the effectiveness of particular export promotion and marketing activities, inter alia, by national institutions, enterprises and international technical cooperation projects;

- examine ways and means by which developing countries in particular the least developed countries could meet export promotion and marketing challenges, including through multilateral organizations, as well as through institutions and actions of developed countries to promote imports from developing countries;

- examine the role of, and ways in which, improvement in the use of trade-related information technology and flows can contribute to the trading opportunities of developing countries.

III. Technical cooperation

The Ad Hoc Working Group will identify for consideration areas in which technical cooperation should be strengthened.

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## Organization of work

In carrying out the work as foreseen in the above work programme, the Ad hoc Working Group will draw upon, as necessary, the work of other UNCTAD bodies as well as other relevant international organizations.

### I. Future sessions

The Ad Hoc Working Group recommends to the Board that it hold two meetings in 1993 and one in 1994. The first meeting in 1993 should be for one week in September/October and the second should be in December. The meeting in 1994, which will be the final meeting of the Group, should take place prior to the Spring session of the Board.

### II. Country presentations

Voluntary presentations will be invited from countries representing different levels of development and relevant policy experience. Governments may designate appropriate experts from any public institution, non-governmental organizations, the business or academic communities, to present all or part, whether written and/or oral, of their presentations.

### III. Contributions by the secretariat and other international bodies

The secretariat will provide the Ad hoc Working Group with the following:

#### 1. Global trends

Drawing on existing studies, including by other international bodies the secretariat will present an analysis of global trends in the world economy affecting the trading opportunities of developing countries, particularly world demand for products of export interest to them.

#### 2. A. Export capabilities

Drawing on the country presentations and relevant studies by the secretariat and other international organizations, the secretariat will prepare a synthesis of country experiences focusing on the elements relating to export sector development as appears in section A of the Work Programme of the Ad hoc Working Group.

2. B. Market opportunities

Drawing on the country presentations, work of other UNCTAD bodies and of relevant international organizations, the secretariat will provide the Ad hoc Working Group with the following:

- identification of products of export interest to developing countries with high tariffs and tariff escalation and which are not included in preferential schemes;
- information on various non-tariff measures affecting products of export interest to developing countries;
- analysis of the impact of environmental measures on the trading opportunities of developing countries;
- analysis of structural adjustment policies in various countries, and their implications for the export opportunities of developing countries;
- analysis of the implications of regional integration arrangements on the export market opportunities of developing countries;
- analysis of the impact on the trading opportunities of developing countries resulting from restrictive business practices in international trade;
- analysis of the results of the Uruguay Round and their effects on the trading prospects of the developing countries, including identification of opportunities arising from the reduction of tariffs and non-tariff measures on products of export interest to them.

2. C. Export promotion and marketing

Drawing on the work of relevant international organizations, other UNCTAD bodies and country presentations, the secretariat will identify ways and means by which developing countries, in particular the least developed countries could meet export promotion and marketing challenges, including through multilateral organizations, as well as through institutions and actions of developed countries to promote imports from developing countries.

3. The secretariat will provide the Ad hoc Working Group with a bibliography of relevant studies related to matters pertaining to the Group's work programme.

4. The secretariat is requested to provide to the Ad hoc Working Group, and to countries wishing to make presentations to the Group, at their request, technical assistance, advice and information on matters pertaining to the Group's work within the available resources.

5. Presentations by the secretariat of other international organizations will be sought in areas where they have a particular expertise.

## IV. Dissemination of the report of the Ad Hoc Working Group

The report of the final session of the Ad hoc Working Group will be given the widest possible dissemination.